

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

S. R. MacLEOD  
Region Operations Mgr

150 Lawrence Bell Drive  
Suite #108  
Williamsville, NY 14221  
(716) 634-9232  
Fax (716) 634-3145

March 5, 1997

RJR Account #442680  
M. Gandulla  
MOUNTAIN CANDY

**APRIL DORAL BOX 100 B1G1F / PROMOTION #700447**

Dear Mark:

DORAL B1G1F *pre-sleeved* product has been ordered (see quantities listed below), as well as **210** skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

<u>B1G1F</u>	<u>STYLE</u>	<u>UPC Code</u>
<b>14</b>	<i>Full Flavor Box 100</i>	12300-23993
<b>14</b>	<i>Light Box 100</i>	12300-23994

**PO #033197**

<u>Product / Premium Arrival:</u>	<b><u>March 31, 1997</u></b>
<u>Ship Date to Retail:</u>	<b><u>Week of: April 7, 1997</u></b>
<u>SKU CUBE:</u>	<b>0.2618</b>
<u>SKU WT (w/o Product):</u>	<b>0.7600 lbs</b>
<u>Retail Sales Offer per Sku:</u>	<b>20 units</b>
<u>Billing per Sku:</u>	<b>2 Savings Cartons</b>
<u>EFT \$ Amount:</u>	<b><u>\$1,206.40</u></b>
<u>Non-EFT \$ Amount:</u>	<b><u>\$N/A</u></b>

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B1G1F

MOUNTAIN CANDY

**Promotion Description:**

Utilize 4-Carton Shipper Display. Place 20 pre-sleeved B1G1F units each of *Doral FF Box 100* and *Doral Lt Box 100* into the 4-Carton Shipper Display.

***SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST***

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$98.00 (7 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell

Promotional Coordinator / 1610

/jc

cc: R. Tanchyk

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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SIS - VAP SCROLL LIST

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 WHOLESALER: 442680 MOUNTAIN CANDY & CIG  
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 INSTRUCTIONS: DORAL BOX BIGIF INTRODUCTION:  
 DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100  
 SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
961011	177340	1622 03	PALACE CIGAR STORE	277 MAIN ST	ONEONTA	NY		A 12	104
	691489	1622 03	E-Z MART #4	RT 12	GREENE	NY		A 12	160
	566789	1622 04	MANLEY CONVENIENCE	98 BROAD AVE	BINGHAMTON	NY	3423-00-00	A 24	186
947259	575577	1622 04	GETTY MART	91 W MAIN ST	HANCOCK	NY		A 24	475
	577016	1622 04	E-Z MART	266 CHENANGO ST	BINGHAMTON	NY		A 24	123
	598601	1622 04	MANLEY CONVENIENT	4005 VESTAL PKY E	VESTAL	NY	3423-00-00	A 24	181
	655716	1622 04	MANLEY CONVENIENT	1343 FRONT ST	BINGHAMTON	NY	3423-00-00	A 24	146
	665231	1622 04	MANLEY'S CONV COURT	715 COURT ST	BINGHAMTON	NY	3423-00-00	A 24	386
	682048	1622 04	MIGHTY MART #5	733 HARRY L DR	JOHNSON CITY	NY	3423-00-00	A 24	126
	694719	1622 04	MANLEY'S #6	201 VESTAL PKY E	VESTAL	NY	3423-00-00	A 24	173
	696102	1622 04	MANLEY'S #7	1161 STATE ROUTE 17	WINDSOR	NY	3423-00-00	A 24	100
	704829	1622 04	MANLEY'S #8	429-431 MAIN STREET	ENDICOTT	NY	3423-00-00	A 24	188
977264	724724	1622 04	MONSTER MART	2965 NYST RT 26	GLEN AUBREY	NY		A 24	100
	731971	1622 04	MIGHTY MART #9	700 CONKLIN ROAD	CONKLIN	NY	3423-00-00	A 24	125
	737740	1622 04	MANLEY'S #10	143 RIVERSIDE DR	JOHNSON CITY	NY	3423-00-00	A 00	
	740381	1622 04	MANLEY'S #10	143 RIVERSIDE DR	JOHNSON CITY	NY	3423-00-00	A 24	100
	728531	1622 06	RAINBOW FUELS & OIL	T/A THE PITT STOP	COOPERSTOWN	NY		A 12	100
				ROUTE 28 SOUTH					
906099	178199	1622 10	OELKERS STORE	PO BOX 74 ROUTE 97	BARRYVILLE	NY		A 12	130
	179216	1622 10	DOLSON MOBIL	DOLSON ROUTE 17	MIDDLETOWN	NY	2358-00-00	A 12	194
956946	191649	1622 10	WALLY MART SUNOCO	FAIRLAWN AVE & RT211	MIDDLETOWN	NY	2358-00-00	A 12	179
442680	209401	1622 10	WILSON FIELD MOBIL	DOLSON AVENUE	MIDDLETOWN	NY	2358-00-00	A 12	119
926832	242141	1622 10	ROSCOE EXXON MART	EXIT 94, RT 17W	ROSCOE	NY		A 12	90
927038	250219	1622 10	JOE ROTAS	288 BROADWAY	MONTICELLO	NY		A 12	191
941617	386605	1622 10	CABRERA'S AUTO REPAIR	ROUTE 42 NORTH	MONTICELLO	NY		A 24	190
928895	388703	1622 10	52 PICK-UP	6363 STATE ROUTE 52	LIBERTY	NY		A 12	150
	443887	1622 10	S&O MINI MART	361 BROADWAY	MONTICELLO	NY		A 24	571
945121	453547	1622 10	BUSY BEE	ROSE VALLEY RD	MONTICELLO	NY		A 12	185
	458081	1622 10	AMI PETRO, INC.	700 ROUTE 211 E	MIDDLETOWN	NY		A 24	450
946491	475191	1622 10	GETTY	ROUTE 52	ELLENVILLE	NY		A 12	125
960245	557522	1622 10	WALLACE OIL CO., INC.	471 NORTH ST	MIDDLETOWN	NY	2358-00-00	A 12	104
922062	569076	1622 10	TIGERS DEN EXXON	ROUTE 52	LIBERTY	NY		A 12	130
954644	580163	1622 10	SUNRISE STORE DBA	SUNRISE STORE	SLATE HILL	NY		A 12	250
				ROUTE 6					
919464	586029	1622 10	RACEWAY EXXON	167 JEFFERSON ST	MONTICELLO	NY		A 24	198
952150	590577	1622 10	STEVE'S	KIRK ROAD	NARROWSBURG	NY		A 12	250
921114	594068	1622 10	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY		C 24	1043
	654791	1622 10	MONTICELLO QUICK LUB	RT. 42	MONTICELLO	NY		A 12	99

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WHOLESALE: 442680 MOUNTAIN CANDY & CIG  
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 INSTRUCTIONS: DORAL BOX BIG1F INTRODUCTION:  
 DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100  
 SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
962662	666738	1622 10	CROWN PETROLEUM	209 E MAIN ST	MIDDLETOWN	NY		A 00	65
965038	674467	1622 10	KOLI ENTERPRISES	425 MAIN ST	SOUTH FALLSBURG	NY		A 12	125
964809	674468	1622 10	U-P WOODBOURNE	RT. 42 & 52	WOODBOURNE	NY		A 12	120
964932	675064	1622 10	SHIVA PETROLEUM	3937 STATE ROUTE 17E	COCHECTON	NY		A 12	160
970285	678964	1622 10	A&K DELI MART	210 WICKHAM AVE	MIDDLETOWN	NY		A 12	120
	680554	1622 10	MIDDLETOWN TEXACO MI	DOLSEN AVE & DOLSON TOWN RD	MIDDLETOWN	NY		A 12	160
	688444	1622 10	PRIME GAS & REPAIR	106 S MAIN ST	ELLENVILLE	NY		A 12	300
967042	688672	1622 10	STAR MARKET LLC	RT 17N M&M RD	MIDDLETOWN	NY		A 12	150
	688860	1622 10	R&S INCORPORATED	P.O. BOX #2	BULLVILLE	NY		A 24	489
	691930	1622 10	FINE MART, INC.	RT. 42	KIAMESHA LAKE	NY		A 24	200
	698971	1622 10	ROXBURY CONV STORE	MAIN STREET	ROXBURY	NY		A 12	128
964510	703094	1622 10	A&T PETROLEUM	PO BOX 1103	PINE BUSH	NY		A 12	200
969568	721883	1622 10	THE ITALIAN DELI	123A RACEWAY RD	MONTICELLO	NY		A 04	75
	723846	1622 10	GILL MART	76 E MAIN ST	MIDDLETOWN	NY		A 12	206
	732078	1622 10	MOBIL FOOD MART	RT 17K	BULLVILLE	NY		A 12	100
	732088	1622 10	Z.S.&S CORP.	150 BROADWAY	MONTICELLO	NY		A 12	135
981142	737910	1622 10	RALPH'S	259 E MAIN ST	MIDDLETOWN	NY		A 12	100
913350	769439	1622 10	COCO'S MARKET	THE BUY WAY	WOODRIDGE	NY		A 01	70
	769971	1622 10	SHORT STOP STORE INC	480 E MAIN ST	MIDDLETOWN	NY		A 12	130
925586	895203	1622 10	FAIR OAKS S/S INC.	ROUTE 17M-BROWN ROAD	MIDDLETOWN	NY		A 12	200
	739081	1623 03	A&S MART INC.	2501 ALBANY ST	SCHENECTADY	NY		A 12	150
	737898	1623 04	SUN GAS	705 BROADWAY	ALBANY	NY		A 12	107
952473	287614	1623 05	ROUNDOUT MARKET	85 MURRAY ST	KINGSTON	NY		A 12	111
963645	486928	1623 05	BROADWAY GROCERS	702 AB BROADWAY	KINGSTON	NY		A 24	500
980110	686766	1623 05	CLARKSVILLE MINI MT	2055 DELAWARE TURNPIKE	CLARKSVILLE	NY		A 04	30
	767885	1623 05	JANES VARIETY II	149 2ND AVE	ALBANY	NY		A 12	130
	30691	1623 06	P X EXPRESS	ROUTE 209	KERHONKSON	NY	3614-00-00	A 12	158
963165	176859	1623 06	HILLSDALE SUPER	ROUTE 23 BOX 307	HILLSDALE	NY		A 12	113
	178618	1623 06	HWANG CORP	RR 3 BOX 490A	RED HOOK	NY		A 12	230
	619999	1623 06	PIONEER PX MART	RD 1 BOX 1 ROUTE 209	ACCORD	NY	3614-00-00	A 04	179
957050	639661	1623 06	K'S DELI	621 WARREN ST.	HUDSON	NY		A 04	50
960971	651694	1623 06	BP STONE RIDGE	3492 MAIN ST.	STONE RIDGE	NY		A 12	145
	693696	1623 06	PINE GAS	RT 199 BOX 421	PINE PLAINS	NY		A 04	75
	695822	1623 06	MILAN COUNTRY STORE	RR 2 BOX 270 RT 199	RED HOOK	NY		A 04	75
	699045	1623 06	RAINBOW PETROLEUM IN	106 ROUTE 9 N	RHINEBECK	NY		A 12	250
	715467	1623 06	CITGO MILLERTON	RR 44 EAST	MILLERTON	NY		A 01	50
	769319	1623 06	PIONEER EXCHANGE	ROUTE 209	KERHONKSON	NY	3614-00-00	A 04	93
	178829	1623 07	THRUWAY PHARMACY	TRUWAY SHP/CTR PLAZA OAK STREET	WALDEN	NY		C 24	780
944090	274614	1623 07	44-55 DELI	RT 44 & 55 BOX 560	HIGHLAND	NY		A 12	135
942318	303493	1623 07	MEADOW HILL MOBIL	1117 UNION AVE	NEWBURGH	NY		A 24	324
046912	472372	1623 07	CHILIANA E ASSOC. INC	197 N PLANK RD	NEWBURGH	NY	0362-01-02	A 12	219
	636230	1623 07	EMAN MOUTAZI LTD	1 HOMEWOOD AVE 1 HOMEWOOD AVE	NEWBURGH	NY	5474-00-00	A 12	95
546348	647754	1623 07	TOP STOP	386 MAIN ST	BEACON	NY		A 12	193
963082	661133	1623 07	ON THE RUN #17GSY	660 ROUTE 9W	HIGHLAND	NY	0975-00-00	A 00	223
950634	685849	1623 07	E&M CONVENIENCE	3103 RT 208	WALLKILL	NY	2358-00-00	A 00	51

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WHOLESALE: 442680 MOUNTAIN CANDY & CIG  
\*\*\*\*\*INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:  
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100  
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	696041	1623 07	Z&J PETROLEUM	184 & RT. 90	BEACON	NY		A 24	130
	733040	1623 07	JAMAN ENTERPRISE LTD	402 ROUTE 9W	NEWBURGH	NY		A 12	170
951756	963875	1623 07	BAXTER'S PHARMACY	24 NEW PALTZ PLZ	NEW PALTZ	NY		A 12	211
	130310	1623 08	ADAN INC - DBA GETTY	363 HOOKER AVENUE	POUGHKEEPSIE	NY		A 00	50
	619804	1623 08	VALUE RITE THRIFT	RT 9G HAVILAND	HYDE PARK	NY		A 12	210
953281	659740	1623 08	JULIANS DELI	RT 9G BOX 956	HYDE PARK	NY		A 12	100
	697246	1623 08	J&L PETROLEUM, INC.	RT. 44 TACONIC	SALT POINT	NY		A 12	129
	701607	1623 08	SHURFINE FOODS	RT.22 BOX 625	WINGDALE	NY		A 12	150
	717424	1623 08	G&S PETROLEUM L&P	RT. 55	POUGHQUAG	NY		A 12	125
	723015	1623 08	LAL PETROLEUM	RT 44 & TIMOTHY HTS	PLEASANT VALLEY	NY		A 12	135
	729876	1623 08	FOODWAY CONV	1163 ROUTE 9	WAPPINGERS FLS	NY		A 24	175
946194	766944	1623 08	BUDDY'S SERVICE CTR.	233 FREEDOM PLAINS R	POUGHKEEPSIE	NY		A 24	233
	769606	1623 08	EAST PARK MOBIL	768 VIOLET AVE	HYDE PARK	NY		A 24	180
948703	770154	1623 08	GETTY # 58721	RT 9 ALBERTSON	HYDE PARK	NY		A 12	165
	578947	1623 09	SHOPTIME, INC. DBA	COASTAL GAS STATION	COLD SPRING	NY		A 24	147
				RT. 301 & 9D					
965327	682873	1623 09	RKJ ENTERPRISE	I - 84 & RTE 52	CARMEL	NY		A 12	206
963991	179819	1623 10	CARTON GROCERY, INC.	DBA DAIRY MART #6639	CONGERS	NY	0205-11-00	A 24	301
				80 LAKE DR. & OLD HA					
	567488	1623 10	RTW STATIONERY, INC.	DBA RICHIE'S STATRY.	SUFFERN	NY		A 12	55
				18-20 LAFAYETTE AVE.					
	667400	1623 10	WALLY MART MOBIL	RT 17	HARRIMAN	NY	2358-00-00	A 04	115

Total Accounts

= 46

100

13.3

200 Displays

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

04/15/97

ACCOUNT NUMBER: 442680      MOUNTAIN CANDY & CIG  
VOUCHER NUMBER: 15350086      LAKE STREET  
DATE WRITTEN: 04/15/97      SOUTH FALLSBURG , NY 1277  
STATUS: PAID  
AMOUNT PAID: 98.00      SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	7.00	98.00

EXPLANATION: DORAL BOX BIG1F/#700447/RT

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